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Negotiation Roy Lewicki, 2014-09-09 Negotiation is a critical skill needed for effective management. Negotiation:

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Grademaker Study Guide, Marketing, 7th Edition Susan Peterson, 2004

Management Fundamentals Robert N. Lussier, 2008-02-01 Using a three-pronged approach of concepts, applications, and skill development, *MANAGEMENT FUNDAMENTALS, International Edition* gives your students a solid foundation of management concepts and real skills they can use in the workplace. Through a variety of thought-provoking applications, Lussier challenges students to think critically and apply concepts to their own experiences. Proven skill-building exercises, behavioral models, self-assessments, and group exercises throughout the text help students realize their own managerial potential. The 14-chapter format is comprehensive enough for the one-term course yet flexible enough to allow for additional readings, activities, or discussions.

Principles of Marketing Charles W. Lamb, Joseph F. Hair, Carl D. McDaniel, Carl McDaniel, 1992

Marketing Theory Shelby D. Hunt, 2014-12-18 One of the true classics in Marketing is now thoroughly revised and updated. *Marketing Theory* is both evolutionary and revolutionary. As in earlier editions, Shelby Hunt focuses on the marketing discipline's multiple stakeholders. He articulates a philosophy of science-based 'tool kit' for developing and analyzing theories, law-like generalizations, and explanations in marketing science. Hunt adds a new dimension to the book, however, by developing arguments for the position that Resource-Advantage Theory provides the foundation for a general theory of marketing and a theoretical foundation for business and marketing strategy. Also new to this edition are four chapters adapted and updated from Hunt's *Controversy in Marketing Theory* that analyze the 'philosophy debates' within the field, including controversies with respect to scientific realism, qualitative methods, truth, and objectivity.

Pricing Strategies Robert M. Schindler, 2011-10-11 The primary theme of *Pricing Strategies* is that pricing should be guided by the marketing concept, which indicates that success is achieved through a focus on the needs and sensitivities of the customer. This customer-focus theme is evident throughout the text. The author helps to overcome the mathematical anxieties of students with an intuitive approach to understanding basic pricing concepts, and presents mathematical techniques as simply more detailed specifications of these concepts--Provided by publisher.

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Essentials of Statistics for Business and Economics David R. Anderson, Dennis J. Sweeney, Thomas A. Williams, Jeffrey D. Camm, James J. Cochran, 2014-02-24 Trust the market-leading ESSENTIALS OF STATISTICS FOR BUSINESS AND ECONOMICS, 7th Edition to give you a foundation in statistics and an edge in today's competitive business world. The author's signature problem-scenario approach and reader-friendly writing style combine with proven methodologies, hands-on exercises, and real-world examples to take you deep into realistic business problems and help you solve them from an intelligent, quantitative perspective. Streamlined to focus on core topics, this new edition has been updated with new case problems, applications, and self-test exercises to help you master key formulas and apply the statistical methods you learn. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

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